

# DAVID DENNISTON

## OBJECTIVE

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To deliver world class risk management and safety training programs to firefighters and fire officers.

## EXPERIENCE

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6/2012 to Present McNeil and Company I Cortland, NY

*Director of Risk Management*

Responsible for 14 employee department

Responsible for 90 per diem contractors

Review all Risk Management programs

10/2009 – 6/2012 McNeil and Company Inc Cortland, NY

*Client Education and Training Manager*

- Coordinate educational offerings

- Delivery of instructional material

- Cordination of state approvals and CEU credits

10/2005-10/2009 McNeil and Company Inc.

*Loss Control Training Specialist*

- Development of training courses and materials

- Delivery of courses

2001- 2005 Woods Equipment Company Oregon, IL

*Territory/District Manager*

Began as Territory Manger responsible for parts business

Moved to District Manger responsible for equipment sales

Recipient of Ursus Maritimus 2003

1997– 2001 Brillion Iron Works Brillion, WI

*Area Sales Manager*

Increased sales each year since taking the position

- Awarded “Top Regional Salesmen “ for 1998 and 1999 sales.

- Implemented dealer sales meetings that have greatly increased product knowledge, and resulted in direct sales

1984- Present Sugarbush Farms Ltd. Virgil, NY

*President/Operator*

- Dairy, Crop and Maple Products production and distribution

1998–2004 NYS Office of Fire Prevention and Control Albany, NY

*State Fire Instructor for Cortland County*

Conducted fire service training

- Helped develop courses used in local and state training

1985–Present Cornell FARMEDIC

Ithaca, NY

*National Instructor*

- Taught or assisted with several courses and course development
- Executive Director of program 2006 to present

EDUCATION

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1982–1984 SUNY Morrisville Morrisville, NY

1984–1987 Cornell University Ithaca, NY

Present Empire State College Syracuse, NY

- Past President of NYS Agricultural Leaders Association
- Majors – Agricultural Economics/Marketing
- Continued long distance learning with goal of Masters in Public Administration
- Fire Service continuing education including both operational and leadership tracts

INTERESTS

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Fire Service – I have devoted my life to the fire service holding every rank and office from firefighter to Chairman of the Board. I have also served on several local, state and national fire service boards.

Adult and youth instructor for various subjects. Development of computer aided presentation and sales training products. Photography

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